

Message Text

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13

ACTION SS-30

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FM USLO PEKING

TO SECSTATE WASHDC 1624

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TAGS: OTRA, ETRD, CH, US

SUBJECT: USLO PLANS FOR COVERING CANTON FAIR

REF: A) STATE 68516; B) PEKING 577; C) HONG KONG 3831

1. USLO STRONGLY HOPES THAT THE RECOMMENDATIONS IN REF B AND C WILL BE ACTED UPON QUICKLY BY THE DEPARTMENT, AND THAT THIS WILL MAKE POSSIBLE ATTENDANCE BY HONG KONG CONGEN OFFICERS AT THE SPRING CANTON FAIR. IF CONGEN OFFICERS CANNOT OBTAIN VISAS, WE HAVE THE FOLLOWING PLANS FOR COVERING THE FAIR.

2. USLO ECONOMIC/COMMERCIAL CHIEF HOROWITZ WILL ARRIVE APRIL 13 IN CANTON TO ORGANIZE THE USG SUITE AND ATTEND THE FAIR OPENING APRIL 15. HE WILL REMAIN IN CANTON UNTIL APRIL 24 WHEN HE WILL PROCEED TO HONG KONG FOR CONSULTATIONS ON APRIL 25 AND 26 (FOR HONG KONG: RE YOUR 3792 HOROWITZ WILL BE PLEASED TO ADDRESS AMCHAM LUNCHEON APRIL 25). HE WILL RETURN TO PEKING APRIL 28.

3. ECONOMIC/COMMERCIAL OFFICER ROPE WILL DEPART PEKING ON AFTERNOON OF APRIL 25 FOR SHANGHAI, WHERE HE WILL VISIT THE CANADIAN ELECTRONICS EXHIBITION BEFORE PROCEEDING TO CANTON APRIL 27. HE WILL REMAIN IN CANTON THROUGH THE END OF THE FAIR, PROCEEDING TO HONG KONG MAY 16 AND RETURNING TO PEKING MAY 19.

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4. THIS SCHEDULE WILL LEAVE THE FAIR, AND OUR OFFICE IN PEKING, UNCOVERED FOR BRIEF PERIODS (ABOUT TWO WORKDAYS EACH). IT WILL, HOWEVER, ENABLE US TO GET A FIRST HAND LOOK AT A FOREIGN TRADE EXHIBITION IN SHANGHAI, WHICH WE BELIEVE IS IMPORTANT. FOR THE SHORT TIME WHEN NO USG OFFICERS ARE AT THE FAIR WE WILL MAKE OUR TARIFF SCHEDULES AND OTHER REFERENCE MATERIALS AVAILABLE TO THE NATIONAL COUNCIL FOR US-CHINA TRADE (NCUSCT) REPS IN CANTON AND WILL POST A SIGN DIRECTING OUR BUSINESSMEN TO NCUSCT.

5. THE ABOVE SCHEDULE WILL ENSURE REASONBLE CONTINUITY IN FAIR COVERAGE AND REPORTING. HOROWITZ WILL BRIEF CONGEN FULLY ON OPENING PERIOD OF THE FAIR DURING HIS CONSULTATIONS, AND WILL MEET ROPE BRIEFLY IN CANTON WHILE ENROUTE PEKING APRIL 28. ROPE WILL HAVE A SUMMARY OF HIS INFORMATION AND, HOPEFULLY, A PRELIMINARY WRAP-UP CABLE WHEN HE ARRIVES IN HONG KONG. THIS CAN BE INCORPORATED IN, OR FOLLOWED UP BY, FURTHER

CONGENREPORTAGE DEVELOPED IN THE TWO WEEKS FOLLOWING THE FAIR. TO FACILITATE CONGEN INFORMATION GATHERING EFFORTS, WE WILL URGE OUR BUSINESSMEN, AND SELECTED FOREIGNERS, TO CALL AT THE CONGEN ENROUTE HOME.

6. IT GOES WITHOUT SAYING THAT IT WILL BE MUCH MORE DIFFICULT TO COVER THE FAIR WITH TWO OFFICERS THAN WITH FOUR. WE SEE NO REASON TO HIDE THIS FROM THE CHINESE. IN OUR CALLS ON FAIR OFFICIALS WE PLAN TO INDICATE THAT WE WERE NATURALLY BETTER ABLE TO SERVE OUR BUSINESSMEN AND THUS TO PROMOTE FURTHER GROWTH IN SINO-US TRADE LAST FALL, WHEN OUR COLLEAGUES FROM HONG KONG WERE ALLOWED TO JOIN US IN CANTON.
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